

## Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 W

-----261656Z 053359 /47

R 261530Z JAN 77

FM AMCONSUL BREMEN

TO SECSTATE WASHDC 2189

INFO AMEMBASSY BERN

AMEMBASSY BONN

AMEMBASSY VIENNA

AMCONSUL DUESSELDORF

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

AMCONSUL MUNICH

AMCONSUL STUTTGART

USMISSION BERLIN

UNCLAS BREMEN 0056

E.O. 11652: N/A

TAGS: BEXP, BTRA, GW

SUBJECT: FOREIGN BUYER PROGRAM: PROMOTION OF GERMAN  
ATTENDANCE AT U.S. TRADE SHOWS

FOR COMMERCE, DIBA/BIC/OED - ATTENTION FOREIGN BUYER PROGRAM

REF: STATE A-5757, NOVEMBER 30, 1976

1. IN COOPERATION WITH AMEXCO OF BREMEN, CONSULATE GENERAL  
IS MAKING PREPARATIONS TO PROMOTE GERMAN ATTENDANCE AT  
THE FOLLOWING U.S. TRADE SHOWS LISTED IN REPAIR:

(A) NATIONAL ASSOCIATION OF FOOD EQUIPMENT MANUFACTURERS  
SHOW (NAFEM/77), NEW ORLEANS, LA. - SEPT. 24-27, 1977.

(B) INTERNATIONAL EXPOSITION FOR FOOD PROCESSORS,  
CHICAGO, ILL. - FEBRUARY 12-15, 1978

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(C) NATIONAL PACKAGING WEEK EXPOSITION AND ASSEMBLY  
CHICAGO, ILL. - OCTOBER 30- NOVEMBER 3, 1978

COPIES OF PACKAGE TRAVEL PROPOSALS, WHICH WILL BE PREPARED  
BY AMEXCO, WILL BE MAILED TO USDOC AS SOON AS AVAILABLE.

2. ACTION REQUESTED:

WE REQUEST THAT USDOC PROVIDE THE CONSULATE GENERAL ASAP  
WITH THE FOLLOWING:

(A) FIVE HUNDRED PROMOTION BROCHURES AND FIFTY LISTS OF  
U.S. EXHIBITORS SEEKING OVERSEAS BUSINESS CONTACTS FOR  
EACH OF THE ABOVE SHOWS;

(B) INFORMATION CONCERNING PLANT TOURS;

(C) NAMES OF USDOC PROJECT DIRECTORS FOR EACH SHOW;

(D) DETAILS ABOUT ANY SUPPORT FOREIGN BUYERS GROUPS MAY  
RECEIVE FROM TRADE ASSOCIATIONS, STATE DEVELOPMENT  
AGENCIES, BANKS, CHAMBERS OF COMMERCE, ETC. WE REALIZE THAT  
SUCH SUPPORT WOULD DEPEND ON THE COMPOSITION AND INTEREST  
OF THE GROUPS, BUT SINCE CONSULATE GENERAL WOULD LIKE TO  
INCLUDE STATEMENT ABOUT AVAILABILITY OF SUCH SUPPORT IN OUR  
MAILINGS, PRESS RELEASES, AND IN AMEXCO TRAVEL PROPOSALS,  
ANY DETAILS WOULD BE WELCOME;

(E) CONSULATE GENERAL PROMOTION OF 1976 NATIONAL  
PACKAGING WEEK IN CHICAGO INCLUDED VISIT BY FOREIGN BUYERS  
GROUP TO USDOC (SEE BREMEN'S A-40, OCTOBER 12, 1976).  
PLEASE ADVISE WHETHER INCLUSION OF VISITS TO USDOC FOR ANY  
OF ABOVE SHOWS WOULD BE USEFUL.

3. FOR BONN AND CONSTITUENT POSTS IN FRG:

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CONSULATE GENERAL PLANS TO REQUEST EMBASSY AND OTHER POSTS  
TO SUPPORT PLANNED PROMOTIONS.

4. FOR VIENNA AND BERN:

CONSULATE GENERAL WOULD APPRECIATE EMBASSIES' ADVICE  
WHETHER THEY ARE INTERESTED IN PARTICIPATING IN  
PLANNED PROMOTIONS. SCHIFFMAN

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NNN

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Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
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